2012 land bank valuation



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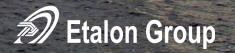


Land bank valuation results

Project portfolio timeline Ш

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Schedule of valuations as at 31 December 2012 by Jones Lang LaSalle

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SPMA projects overview

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MMA projects overview

Project portfolio timeline

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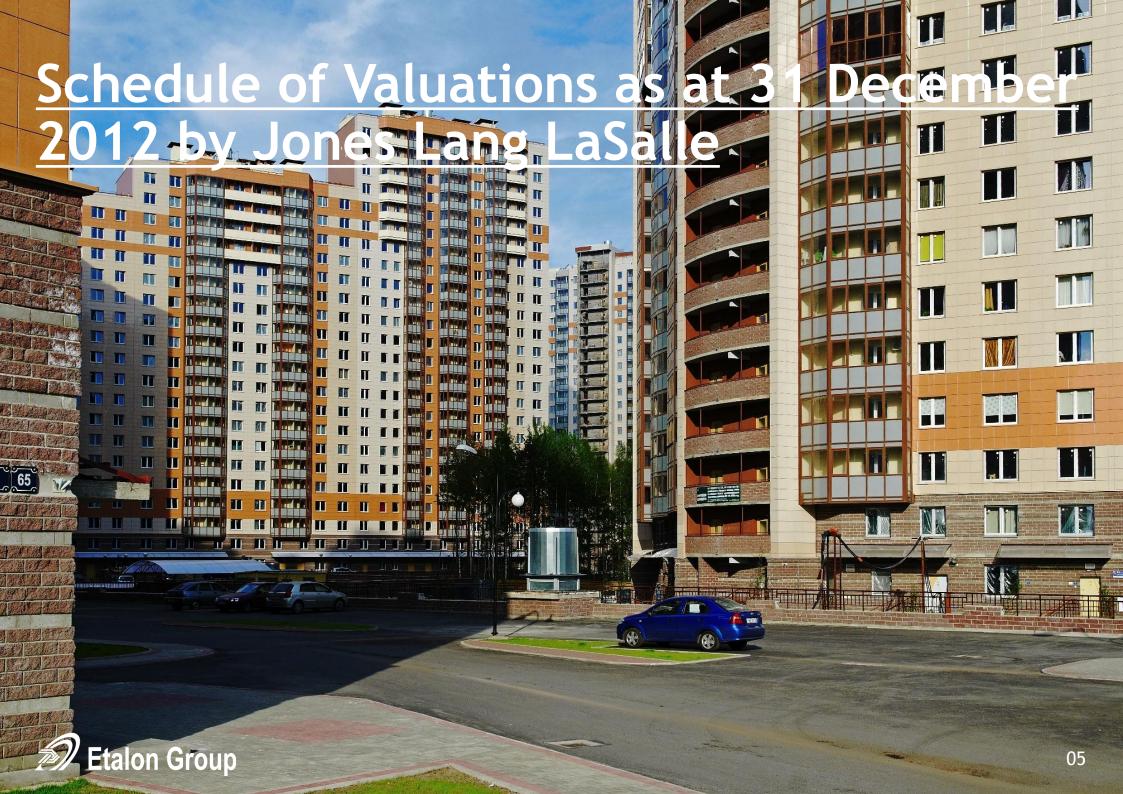


Project portfolio timeline

	-	Co	nstruct	ion per	iod								
Project	2013	2014	2015	2016	2017	2018 and beyond	Status	Total NSA (*000 sqm)	Unsold NSA (Etalon's share) * ('000 sqm)	OMV** (USD mn)	Unsold parking (lots), #	Construction budget (USD mn)	Outstanding budget (USD mn)
							St Petersburg	Metropolitan Area					
1. Galactica		-				\rightarrow	Design stage	740.1	657.8	254.7	3,425	1,137.6	1,134.9
2. Tsar's Capital							Construction	389.7	304.2	160	2,249	566.5	522.7
3. Swallow's Nest			\rightarrow	•			Construction	311.5	275.1	86.7	1,834	407.4	299.1
4. Moscow Gates							Design stage	192.3	192.3	130.5	945	292.1	290.2
5. Samotsvety					-		Design stage	184.3	184.3	76.8	1,773	311.7	306.5
6. Molodejny							Construction	109.9	101.4	54.2	760	141.7	129.3
7. Rechnoy							Construction	109	87.9	33.9	595	139	134.4
8. Letniy	\rightarrow						Construction	64.9	53.6	61.2	367	66.6	46.3
9. Galant							Design stage	48.7	48.7	43.7	122	70.7	57
10. House on Tukhachevskogo street							Construction	24.3	15.7	16.1	113	29.9	23.7
Completed and unsold res	sidential	develop	ments					1,857.6	209.1	457.7	3,009		
Completed stand-alone co	ommercia	al prope	rties					39.1	1.4	45.1			
Total SPMA								4,071.4	2,131.5	1,420.6	15,192	3,163.2	2,944.1
							Moscow Me	etropolitan Area					
1. Emerald Hills							Construction	796.4	659.3	438.3	4,005	1,222.7	854.3
2. Etalon-City	-				\rightarrow	•	Design stage	412.4	331.8	153.7	3,709	550	543.6
3. Dmitrovskoe shosse		•			\rightarrow		Design stage	271.5	249.3	145.7	1,895	494.9	494.3
4. Alekseevskiy District							Design stage	138.9	138.9	160.3	1,496	265.6	262.5
5. Budennogo street		-			\rightarrow		Design stage	64	64	50	709	112.6	109.5
Total MMA								1,683.2	1,443.3	948	11,814	2,645.8	2,264.2
Total Etalon Group								5,754.6	3,574.8	2,368.6	27,006	5,809	5,208.3

Source: company estimates, JLL report as of 31.12.2012 *Including parking with average area c. 30 sqm ** Open Market Value





Residential projects under development (1 of 2)

# Property # Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Total net sellable / leasable area, including car parking**, sq m (100% interest)	Valued interest, % (Etalon's Legal Share)	Unsold / unleased net area, including car parking**, sq m (Etalon's Legal Share)	Unsold/un- leased car parking, lots (Etalon's Legal Share)	Construction budget, USD*	Estimated outstanding construction costs, USD*	Out- standing payments for the areas sold, USD	Q4 2012 average market sale prices, USD/sq m***	Q4 2012 market sale prices for parking, USD/lot***
1 Emerald Hills	Moscow Region	438,300,000	49-year leasehold	80	796,421	97% in the income from residential premises and 100% in the income from commercial premises	659,334	4,005	1,222,669,000	854,265,000	40,169,156	Residential: 2,700 Commercial: 2,300	23,000
2 Etalon-City	Moscow	153,700,000	Investment Contract Lease-hold until 2014	11.24	412,409	89.9% in the saleable residential area and underground parking, 83% in the built-in commercial premises on the ground floors of the residential buildings	331,814	3,709	550,020,000	543,607,000	n/a	Residential: 3,300 Commercial: 2,800	30,000
3 Swallow's Nest	St Peters- burg	86,700,000	Freehold	14.82	311,450	100%	275,133	1,834	407,432,000	299,133,000	50,031,492	Residential: 2,100 Commercial: 1,800	14,000
4 Galant	St Peters- burg	43,700,000	Freehold	1.84	48,700	100%*****	48,700	122	70,736,000	56,956,000	-	Residential: 2,800 Commercial: 2,400	19,500
5 Molodejny	St Peters- burg	54,200,000	Freehold	3.6311 (freehold), 0.6935 (leasehold)	109,911	100%	101,366	760	141,700,000	129,327,000	7,775,639	Residential: 2,600 Commercial: 2,600 Office centre: 1,800 Social infrastructure : 861	18,000 (unde ground) 14,400 (surface)
6 Samotsvety	St Peters- burg	76,800,000	Freehold	8	184,266	100%	184,266	1,773	311,740,000	306,461,000		Residential: 2,900 Commercial: 2,500	23,000
7 Tsar's 7 Capital	St Peters- burg	160,000,000	Leasehold	20.80	389,709 <mark></mark>	78%*****	304,179	2,249	566,458,000	522,672,000	-	Residential: 3,500 Commercial: 2,900	33,500
8 Moscow Gates	St Peters- burg	130,500,000	Freehold	12.4	192,267	100%****	192,267	945	292,070,000	290,178,000		Residential: 3,000 Commercial: 2,500	25,000



Residential projects under development (2 of 2)

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Total net sellable / leasable area, including car parking**, sq m (100% interest)	Valued interest, % (Etalon's Legal Share)	Unsold / unleased net area, including car parking**, sq m (Etalon's Legal Share)	Unsold/un- leased car parking, lots (Etalon's Legal Share)	Construction budget, USD*	Estimated outstanding construction costs, USD*	Out- standing payments for the areas sold, USD	Q4 2012 average market sale prices, USD/sq m***	Q4 2012 market sale prices for parking, USD/lot***
9	Dmitrovsk oe Shosse	Moscow	145,700,000	Investment contract subject to leasehold	13.14	271,529	phase I - 89% of residential and commercial premises, 100% of parking spaces; phase II - 89% of total areas.	249,275	1,895	494,890,000	494,330,000	-	Residential: 3,900 Commercial: 3,300	34,000
10	Letniy	St Peters- burg	61,200,000	Freehold	2.1027	64,852	100%	53,564	367	66,618,000	46,308,000	11,094.089	Residential: 2,600 Commercial: 2,400	13,950
11	Rechnoy	St Peters- burg	33,900,000	Freehold	2.1621	108,959	85%	87,922	595	138,995,000	134,350,000	1,722,106	Residential: 2,600 Commercial: 2,200	19,500
12	House on Tukhache vs-kogo street	St Peters- burg	16,100,000	Freehold	1.1	24,322	100%	15,672	113	29,929,000	23,676,000	11,561,951	Residential: 2,600	14,000
13	Prospekt Budennog o	Moscow	50,000,000	Freehold	3.56	64,000	100%	64,000	709	112,563,000	109,541,000	-	Residential: 4,500	29,700
14	Galactica	St Petersbur g	254,700,000	Freehold	38.4	740,064	100%	657,831	3,425	1,137,617,000	1,134,909,000		Residential: 3,000 Commercial: 2,500	23,000
15	Alekseevs ky District	Moscow	160,300,000	Freehold	7.83	138,880	100%	138,880	1,496	265,569,000	262,487,000		Residential: 5,500 Commercial: 4,700	33,900

*In terms of construction costs and outstanding construction costs, we have had regard to those budgeted costs provided to us by the Company and have taken these into account in considering our opinions of value. However, we have also had regard to current construction rates passing in the market which a prospective purchaser may deem appropriate to adopt in constructing each individual scheme. Although in some instances we have adopted the budgeted costs provided to us by the Company, in some cases we have opted to use own opinions of costs. In those instances where we adopted our own opinion of costs we would note that we are not professional cost consultants and these figures ought to be read in light of this. Our opinions as to costs have been arrived at on the basis of our experience of valuation of similar properties and on the basis of the cost information obtained from other developers, rather than from a qualified cost consultant. Social infrastructure costs are included in the total construction budget in case it is required by the investment contract with the owner of the land plot.

** Net sellable area for parking is calculated assuming an average area of a parking lot of 30 sq.m

*** Residential sale prices are inclusive of VAT. Commercial sale prices and parking sale prices are exclusive of VAT

**** Residential area and parking



Completed residential developments (1 of 2)

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Valued interest, % (Etalon's Legal Share)	Total net sellable / leasable area, excluding car parking, sq m (Etalon's Legal Share)	Unsold / unleased net area, including car parking, sq m* (Etalon's Legal Share)	Unsold/unleased car parking, lots (Etalon's Legal Share)	Outstanding payments for the areas sold, USD	Q4 2012 average market sale prices, USD/sq m**	Q4 2012 market sale prices for parking, USD/lot**
16	Sea Cascade	St Peters- burg	400,000	Freehold	n/a	100%	120,946	347	4	65,040	Auxiliary premises: 800 Commercial: 2,000	21,200
17	Sea Facade	St Peters- burg	500,000	Freehold	n/a	100%	237,403	558	5	114,811	Auxiliary premises: 800	21,200
18	At Rostral Columns	St Peters- burg	760,000	Freehold	n/a	100%	69,152	572	10	60,098	Auxiliary premises: 1,200	47,500
19	Petrogradsky Etalon	St Peters- burg	1,320,000	Freehold	1.7	100%	32,149	368.6	3	827,193	Storage premises in parking: 1,700	70,000
20	Oktyabrskaya Embankment	St Peters- burg	190,000	Freehold	n/a	100%	n/a	133.2	-	-	Commercial: 1.600	-
21	Rainbow	St Peters- burg	10,000,000	Freehold	7.2205	100%	142,804	278		3,062,719	Commercial: 2,180 Storage premises in parking: 790 Auxiliary premises: 1,770	-
22	Polezhaevskie Houses	St Peters- burg	3,100,000	Freehold	0.7926	100%	21,800	4,695	140	187,630	Commercial: 2,485 Support area in parking: 530	16,900
23	Golden Bay	St Peters- burg	1,930,000	Leasehol d	7.511	100%	215,856	968	29	1,001,741	Commercial and storage area: 1,050	38,600



Completed residential developments (2 of 2)

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Valued interest, % (Etalon's Legal Share)	Total net sellable / leasable area, excluding car parking, sq m (Etalon's Legal Share)	Unsold / unleased net area, including car parking, sq m* (Etalon's Legal Share)	Unsold/unleased car parking, lots (Etalon's Legal Share)	Outstanding payments for the areas sold, USD	Q4 2012 average market sale prices, USD/sq m**	Q4 2012 market sale prices for parking, USD/lot**
24	Grazhdanka City	St Peters- burg	1,080,000	Leasehol d	n/a	100%	46,266	1,702	52	67,884	Commercial: 1,000	Parking: 22,300 (under-ground); 14,300 (ground)
25	Grazhdanka City-2	St Peters- burg	200,000	Leasehol d	n/a	100%	40,739	210	7	75,762		Parking: 22,300
26	New Constellation	St Peters- burg	4,790,000	Leasehol d	n/a	100%	118,065	6,023.8	186	1,508,504	Residential: 1,980 Commercial: 1,670	21,000
27	Invigorating Stream	St Peters- burg	549,000	Leasehol d	n/a	100%	54,198	15	-	633,594	Commercial: 1,116	-
28	Talisman	St Peters- burg	6,200,000	Freehold	0.4788	100%	11,019	2,901	36	1,434,682	Residential: 3,500 Commercial: 2,400 Auxiliary premises: 1,400	35,000
29	Jubilee Estate	St Peters- burg	312,500,000	Freehold	35.4	100%	531,540	153,891	1,877	71,246.792	Residential: 2,500 Commercial: 2,200	20,800
30	Prestige	St Peters- burg	30,000,000	Freehold	0.3487	100%	17,422	9,286	89	5,455,369	Residential: 4,300 Commercial: 2,500	41,900
31	Etude	St Peters- burg	6,060,000	Freehold	0.4211	100%	18,583	1,137	14	4,470,617	Residential: 2,800 Commercial: 1,000	22,300
32	Orbit	St Petersburg	78,100,000	Freehold	6,89	100%	179,451	25,987	557	53,195,643	Residential: 3,000 Commercial: 2,400	Underground parking: 20,900 Surface parking: 16,700

* Net sellable area for parking is calculated assuming an average area of a parking lot of 30 sq.m

** Residential sale prices are inclusive of VAT. Commercial sale prices and parking sale prices are exclusive of VAT



Standing commercial real estate properties

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Valued interest, % (Etalon's Legal Share)	Net sellable / leasable area, excl. car parking, sq m (Etalon's Legal Share)	Unsold / unleased net area, including car parking, sq m* (Etalon's Legal Share)	Unsold/unlea sed car parking, lots (Etalon's Legal Share)	Estimated market rental, USD per annum excluding VAT	Outstanding payments for the areas sold, USD	Q4 2012 market rental rates USD/sq m / year **	Q4 2012 market rental rate for parking, USD/space**
	Smolenka River Business Centre	St Peters- burg	18,000,000	Leasehold	0.3749	100%	9,320.7	887.6	-	3,180,026	-	Office: 336 Retail: 200 (incl. OPEX and VAT)	Parking: 3,161
	Stock Exchange Business Centre	St Peters- burg	1,700,000	Freehold	0.35	100%	21,263.0	463.4	-	72,623	-	Sale price:2,900	
	Aura Retail Centre	St Peters- burg	25,400,000	Leasehold	1.32	100%	8,454.0	0	-	2,959,000	-	350 (net of OPEX and VAT)	-

* Net sellable area for parking is calculated assuming an average area of a parking lot of 30 sq.m

** Commercial sale prices, parking sale prices and market rental rates for commercial space are exclusive of VAT.

Note: "In some instances, detailed below, the Company is in the course of acquiring a number of the properties:

- Galactica, St. Petersburg;
- Alekseevskiy District, Moscow;
- Dmitrovskoe Shosse, Moscow.

The Report has been prepared under a Special Assumption that Company has executed all the payments related to the purchase of rights for these properties."



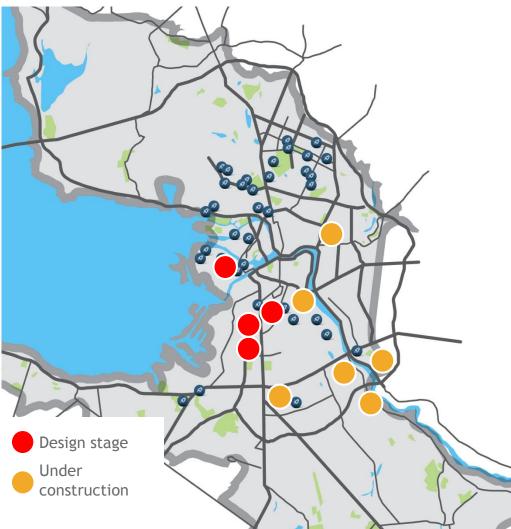
Key takeaways

- Solid increase in market value portfolio
 - Valuation of Etalon Group's portfolio increased by 38% during the year, reaching USD 2,369 mn as at 31/12/2012
 - Total land bank reached 3,575 thousands sqm of unsold NSA
- Balance sheet remains very strong, positioning Company for future acquisitions
 - Net cash position of USD 29 million at 31 December 2012
 - Debt maturities evenly spread from 2013-2017
- High-quality projects in the MMA account for 40% of portfolio;
- Post-IPO acquisition programme completed in 2012
 - Two projects in St. Petersburg and two projects in Moscow Metropolitan Area, with total NSA c. 900 thousand sqm
 - 2012 acquisitions bring number of sizeable projects in MMA to five
- Sales dynamics remain robust throughout 2012
 - New sales increased 17% in sqm and 30% in RUR terms
 - Cash collections from residential operations USD 672 million
 - Average down payment of 72%
 - Share of mortgage sales reached 18%

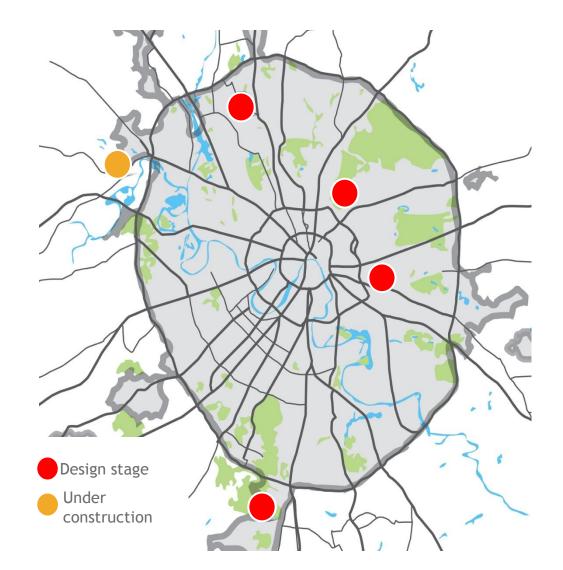


Operations in SPMA and MMA

Projects in St. Petersburg Metropolitan Area



Projects in Moscow Metropolitan Area



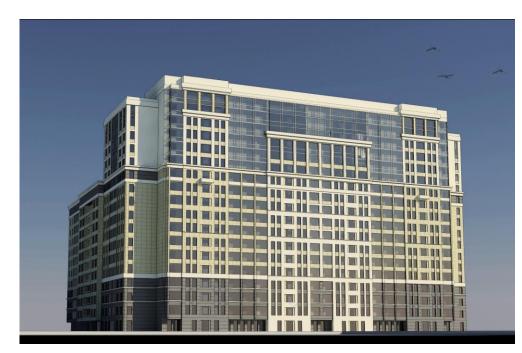


SPMA projects overview

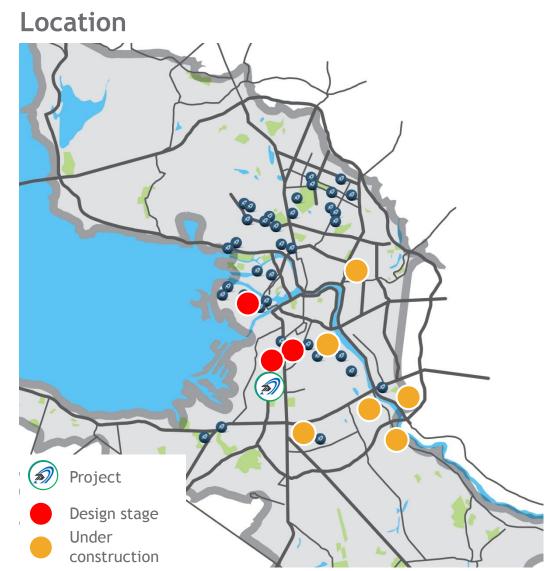


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Moscow Gates



- The development occupies a total site area of 12.4 hectares, with a total net sellable area of 192.3 ths sqm;
- Central St. Petersburg is easily reachable in approximately 10 minutes during non-peak hours, Pulkovo Airport is 20 minutes by car;
- A number of bus stops are situated within walking distance, as well as the Moscow Gate metro station.

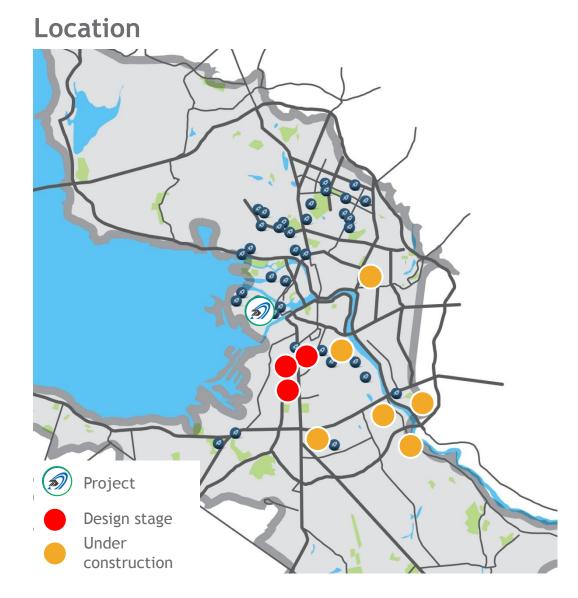




Samotsvety



- The development envisages a total site area of 7 hectares with a total net sellable area of 184.3 ths sqm;
- Scheduled delivery in 2015-2016;
- The development is located in the Vasileostrovsky District of St. Petersburg. The proximity of the Vasileostrovsky District to the centre of the city makes it a prestigious location for both living and business;
- It takes approximately 15 minutes by car to reach the city centre. The nearest metro station is Vasileostrovskaya, which is a 10-minute walk from the property. Buses to the central part of the city can be taken from a number of bus stops within walking distance of the site.



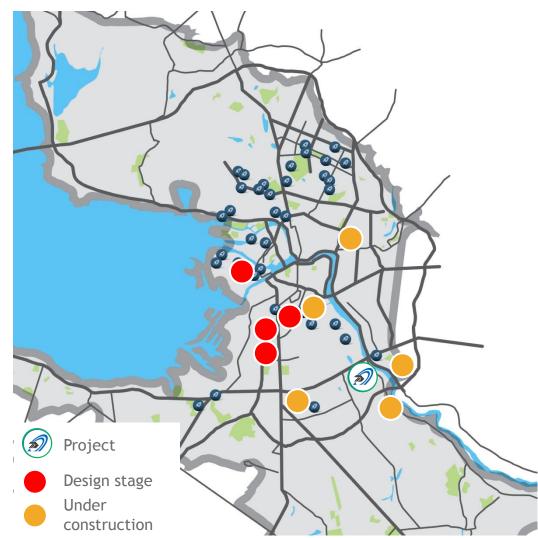


Molodejniy



- The development occupies a 4.3 hectare site of with a total NSA of 109.9 ths sqm;
- Scheduled delivery in 2014;
- The property is located in the Nevskiy district of St. Petersburg close to the KAD ring road, and has good transport accessibility; it is possible to reach the centreof St. Petersburg by car in approximately 15 minutes. The nearest metro station is Proletarskaya, which is a five minute walk from the property. Public transport to the central part of the city can also be taken from a number of bus stops within walking distance of the site;
- The future residential complex will offer residents an excellent view of the Neva river.



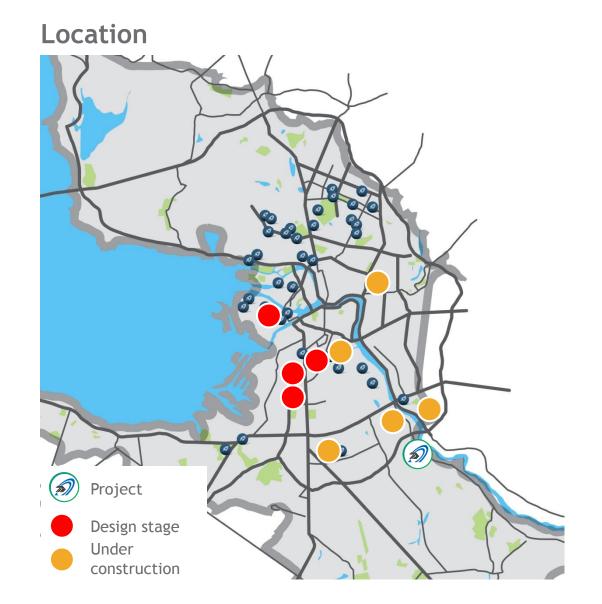








- The development occupies a total site area of 2.16 hectares with a total NSA of 109 ths square meters;
- Scheduled delivery in 2014;
- The site is located in the Nevskiy District and just 2 km from the KAD ring road. It faces Rybatsky Prospect on one side and the Neva River on the other;
- The property can be directly accessed from Rybatsky Prospect. The nearest metro stations are Obukhovo and Proletarskaya, which are both 10 minutes away by transport;
- The complex will offer residents an excellent view of the Neva river.

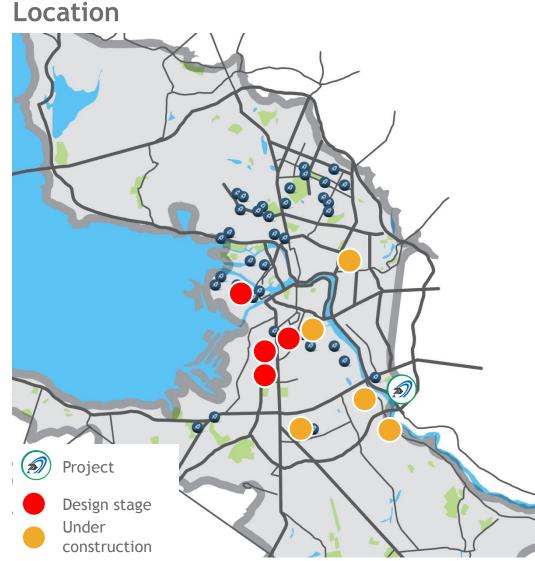




Swallow's Nest



- The development occupies 14.8 hectaresite with a total NSA of 311.5 ths sqm;
- Scheduled deliveries in 2013-2015;
- The property is located in the Nevsky district of St. Petersburg and has good transport accessibility, being just 500 m from Oktyabrskaya Embankment - one of the most convenient traffic arteries (approximately 20 minutes by car to the centre of St. Petersburg) - and just 2 km to the KAD ring road. The nearest underground station, Proletarskaya, can be reached by public transport, which can be taken from a number of bus stops on the Oktybrskaya Embankment;
- The development has good view of the Neva River.

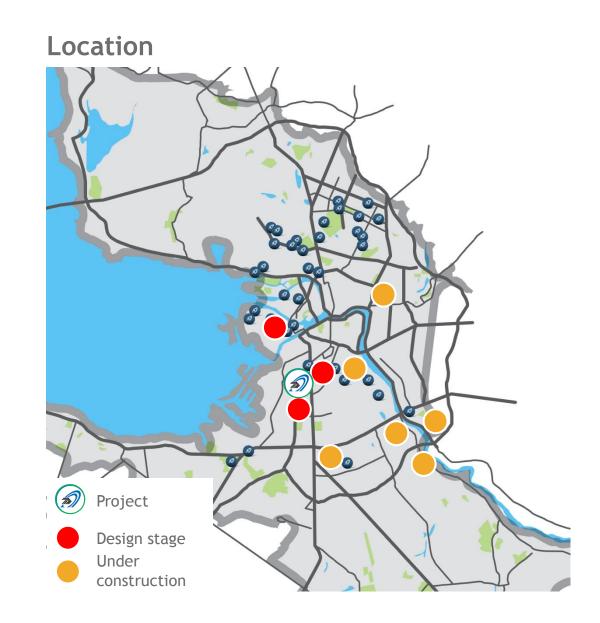




Galactica



- The development envisages a total site area of 38.4 hectares with a total net sellable area of 740.1 ths sqm;
- Scheduled deliveries in 2016-2021;
- The site is located within the borders of Admiralteyskiy district of St. Petersburg. The district is situated close to the city's centre, making it a prestigious location for both living and business. The Project will create an entirely new comfort-class residential area.

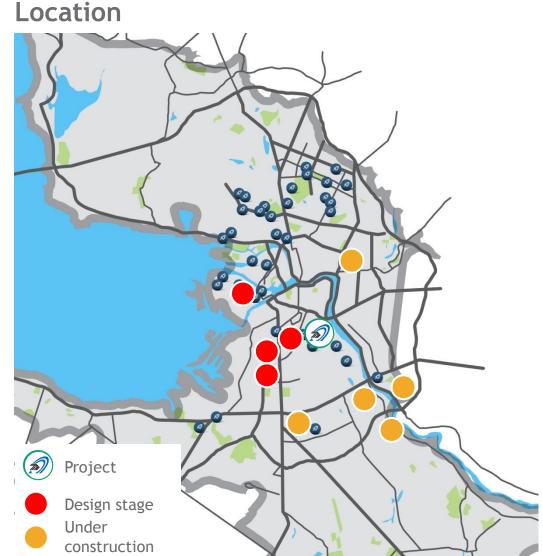




Tsar's Capital



- The development envisages a total site area of 20.8 hectares with a total net sellable area of 389.7 ths sqm;
- Scheduled deliveries in 2013-2016;
- The site is located in the geographical center of St. Petersburg and has good transport accessibility, being 1 km from the Moskovskiy railway station (Moscow direction), close to Nevsky Prospect, within walking distance from numerous shopping and entertainment centres;
- Social infrastructure: kindergarten and school planned on the territory of the project.



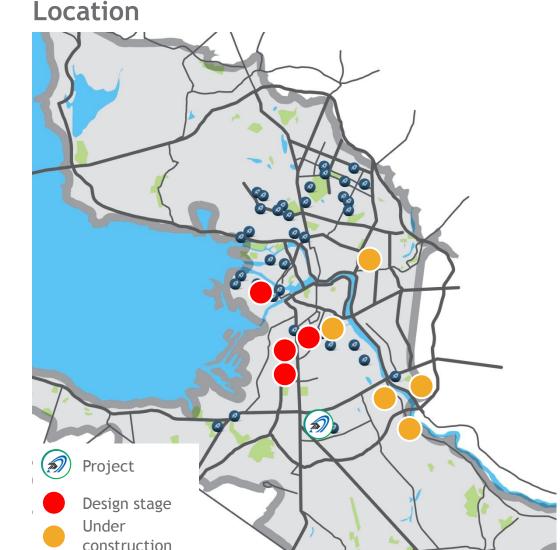






- The development occupies a 2.1 hectare site with a total NSA of 64.9 ths sqm;
- Scheduled delivery in 2013;
- The site is located in the south of the Moskovsky district of St Petersburg and has good transport accessibility, being 2 km from Pulkovo Airport and 1 km from the airport railway station, close to the Pulkovskoe highway (which puts the centre of St. Petersburg approximately 15 minutes away by car) and within a five minute walk of a number of bus stops;
- In addition, the complex is within walking distance from the modern Pulkovo shopping and entertainment zone which comprises the LETO Shopping Mall, O'KEY hypermarket, Castorama DIY, LENTA, Pulkovo III Shopping Mall & Entertainment Centre and a METRO Cash & Carry



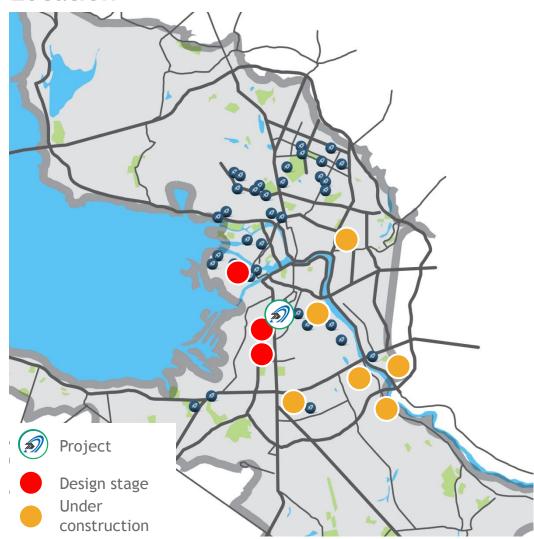






- The development envisages a total site area of 1.84 hectares with a total net sellable area of 48.7 ths sqm;
- Scheduled delivery in 2014;
- The site is located in the Moskovskiy District. The proximity of the Moskovskiy District to the city center makes it a prestigious location for both living and business;
- The site is located on the second line of Moskovskiy Prospect, which stretches from south to the centre of the city and has good transport accessibility, meaning that it is possible to reach the center of St. Petersburg by car in approximately 10 minutes during non-peak hours. The development is also within a five minute walk of a number of bus stops. Frunzenskaya subway station is 5-7 minutes walk from the property. There is also free parking for cars along the street.



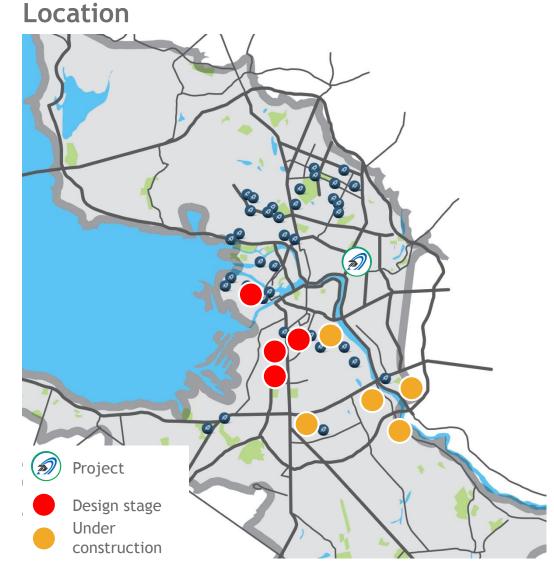




Tukhachevskogo Street



- Land plot area 1.1 ha. The land plot is located in the Krasnogvardeiskiy district of St. Petersburg at Marshala Tukhachevskogo Street;
- Scheduled delivery in 2013;
- The site is close to the 50th Anniversary of October Park and just within 15 minutes by car from the central district of St. Petersburg;
- NSA of the project is 24.3 ths sqm.





MMA projects overview



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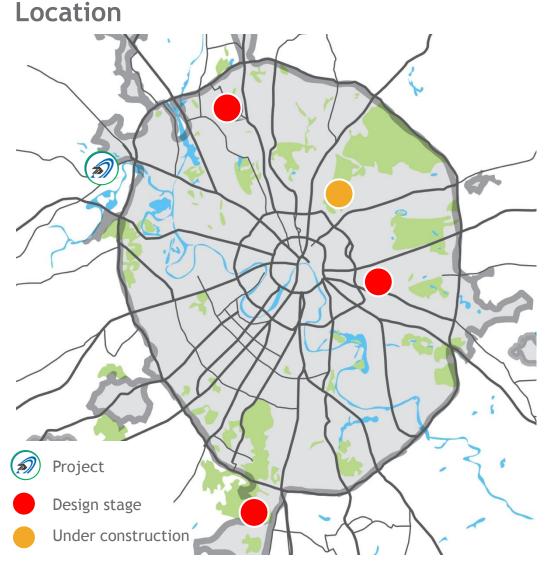
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Emerald Hills



- Land plot area 80 ha. The land plot is located in Krasnogorsk town, the administrative centre of the Krasnogorsky district, 9 km from the Moscow Ring Road along the Volokolamskoe Highway;
- Expected NSA of the project is 796.4 ths sqm;
- Scheduled deliveries in 2011-2018;
- "Emerald Hills" is a mass-market residential complex with several commercial buildings (business centres, supermarkets, fitness centre, multipurpose shopping and leisure centre and a sport park);
- The district will have social infrastructure including kindergartens, elementary and high schools, as well as a fitness and health complex.

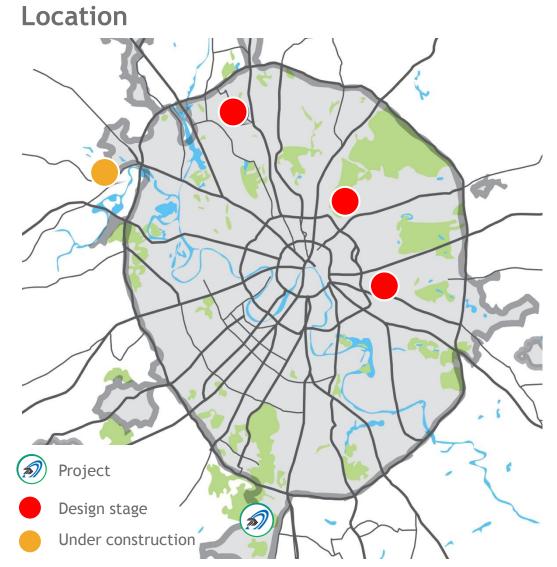




Etalon-City



- Land plot area 11.2 hectares with a total NSA of 412.4 ths sqm;
- Scheduled deliveries in 2015-2017;
- The site of this planned residential development is located in the South Butovo sub-district of the South-Western Administrative District (SWAD) of Moscow which is a well-developed residential district of Moscow that benefits from good ecological conditions;
- Ulitsa Skobelevskaya subway station and a number of bus stops are situated within walking distance.

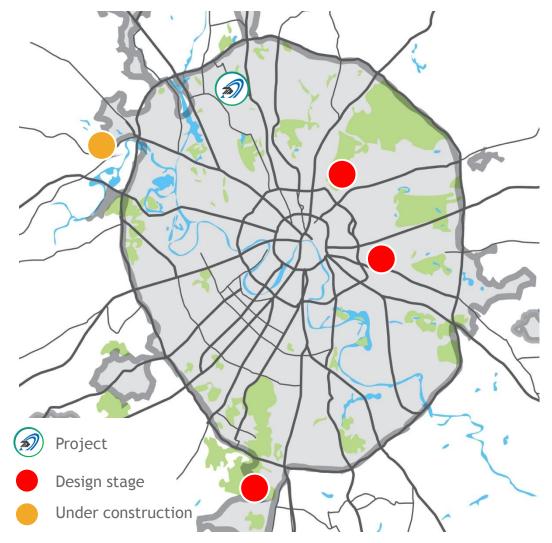




Dmitrovskoe Shosse

- The development envisages a total site area of 10.3 hectares with a total NSA of 271.5 ths sqm;
- Scheduled deliveries in 2016-2017;
- The site borders Yahromsky Passage to the north and Dmitrovskoye Highway to the east, and can be accessed easily from either of these major transport routes, meaning that it is possible to reach the centre of Moscow by car in approximately 20 minutes in nonpeak hours;
- Beskudnikovo railway station is just 1.5 km from the complex, providing easy access to the centre of Moscow. In addition, the complex is situated in a pleasant area, close to Dmitrovsky Park, VISKHOM Park and the Veteran Theme Park;
- There are plans to build a metro station, Yubileinaya, adjacent to the site, and there are also a number of bus stops situated within walking distance.

Location

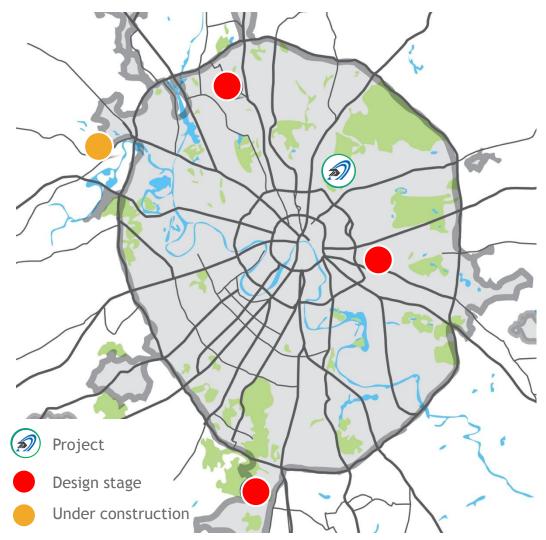




Alekseevskiy district

- Land plot area 7.8 ha. Expected NSA of the project is 138.9 ths sqm. The land plot is located in the Alekseevskiy district (North-Eastern Administrative Division of Moscow);
- Scheduled delivery in 2018;
- The property is located in the North-Eastern district of Moscow, close to Prospect Mira. The district is characterized by developed residential, business and transport infrastructure. The site has good transportation access: the nearest metro station is Alekseevskaya (10 minutes by public transport), while the city centre is within a 15-20 minute drive by car.



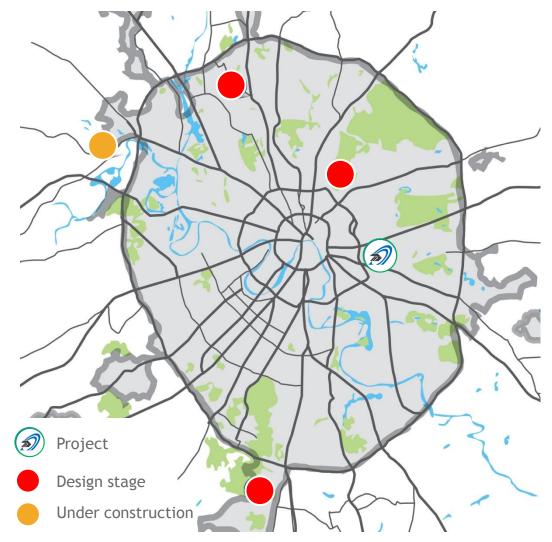




Budennogo street

- Land plot area 3.6 ha. The land plot is located in Sokolinaya Gora district (Eastern Administrative Division of Moscow);
- Scheduled delivery in 2017;
- The project benefits from good access by metro (the nearest metro station, Shosse Entuziastov, is within a 10 minute walk) and due to its rather close proximity to the city centre it will take no more than 15 minutes to reach by car. The completion of access to the Forth Transport Ring (North-East Corridor) in 2015 will relieve Shosse Entuziastov and improve access to the project;
- Expected NSA is 64 ths sqm.







Etalon Group Limited Ogier House St Julian's Avenue St Peter Port Guernsey GY1 1WA

Tel: +44 (0)20 8123 1328 Fax: +44 (0)20 8123 1328 Email: info@etalongroup.com

